JUAN MANUEL GARCÍA REZUSTA

Solutions Engineer for logistics, automation and AI

11 years in logistics and a SaaS of my own in production. From the operational problem to a working solution.

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appcobros.com github.com/juanrezusta Open to remote work



SOLUTIONS

Business discovery, requirements definition, implementation and go-live, process automation, API integrations, KPIs and OKRs

APPLIED AI

Claude Code, agent orchestration, specs for agents, review of AI-generated code

TECH STACK

Backend
Python, FastAPI, Django, PostgreSQL, SQLAlchemy, REST, WebSockets, JWT / OAuth

Frontend
React, Vite, JavaScript, PWA, HTML/CSS

Infra / DevOps
Linux, Nginx, systemd, GitHub Actions, Git, encrypted backups

Integrations
Mercado Pago API, ARCA / AFIP tax authority (SOAP), Telegram Bot API, Google Sheets API, Google Sign-In

Domain
Logistics and distribution, payment reconciliation, e-invoicing, Chess ERP

EDUCATION

Associate Degree in Programming
UTN Argentina, in progress

High School Diploma
ENSAM, 2008

CERTIFICATIONS

JavaScript Flex, Top 10
Coderhouse, certified by PedidosYa, 2024

Python
EducaciónIT 2023, Coderhouse 2022

LANGUAGES

Spanish — Native
English — B1

PROFILE

Solutions Engineer with **11 years in logistics and distribution** (from delivery driver to operations manager) and a **SaaS of my own in production**. I find the operational problem, work it out with the people who live it, design the solution and ship it to production. I work with an **AI-driven development workflow**: I own the architecture, the specs and the quality bar; AI agents do the execution, and I review every change before it reaches production.

EXPERIENCE

Founder and Solutions Engineer, AppCobros — 2026 - present

Multi-tenant SaaS for payment collection and reconciliation, in production (appcobros.com)

- **From problem to product:** I mapped first-hand how drivers reported the payments they collected, and turned it into the system Alejandro Negro S.R.L. now runs every day.
- **Automatic reconciliation** of what each collector reports against Mercado Pago (API + OAuth), bank statements and live Google Sheets, with rules configurable per company.
- **Payer identification** by tax ID against the Argentine tax authority registry (ARCA SOAP web services): legal name, address and industry in a profile per customer.
- **Tools for the operation:** multi-tenant Telegram bot, offline-capable PWA for drivers, real-time dashboard (WebSockets), chat between collectors and back office, and PDF and Excel reports.
- **Migrated the data model in production with zero downtime:** backfill, dual writes, a consistency auditor and a staged cutover.
- **Retail module:** point-of-sale integration for small stores, electronic invoicing with ARCA (in testing), digitally signed licenses and sync between registers.
- **I run the infrastructure:** hardened Linux server, continuous deployment with GitHub Actions, encrypted off-site backups, automatic updates and alerts via Telegram.

Operations Manager, Alejandro Negro S.R.L. — 2018 - 2025

- **Spotted the friction in payment reconciliation** that led to AppCobros.
- Daily planning and optimization of delivery routes with Chess ERP; tracking through KPIs and OKRs.
- Assignment, control and settlement of driver trips, including delivery and paperwork validation.
- Coordination with drivers and internal teams to resolve operational issues and customer complaints.

Delivery Driver, Alejandro Negro S.R.L. — 2014 - 2018

- Loading, unloading and checking goods; planning routes to make deliveries more efficient.
- Deliveries and payment collection from customers: I know the operation from the street, which is where the problems I now solve with software begin.

Target roles: Solutions Engineer, Forward Deployed Engineer, Implementation / Integrations Engineer, Solutions Consultant, Business Analyst, Logistics Systems Analyst, Applied AI and Automation.